

Message Text

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PAGE 01 QUITO 01845 221555Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----221956Z 040583 /41

R 221419Z MAR 77
FM AMEMBASSY QUITO
TO SECSTATE WASHDC 3615
USDOC WASHDC
INFO AMCONSUL GUAYAQUIL
DIA WASH DC

UNCLAS QUITO 1845

E.O. 11652: N/A
TAGS: BEXP, EAIR, EC
SUBJECT: DESIGN AND CONSTRUCTION WORKS FOR BOTH NEW INTERNATIONAL
AIRPORTS ARE TO BE COVERED UNDER SINGLE TURN-KEY CONTRACT

REF: QUITO 1063

1. BEGIN SUMMARY. GOE CONTINUES TO PLAN TO ISSUE IN THE
NEAR FUTURE INVITATION FOR BIDS FOR WORK ON THE PLANNED
NEW INTERNATIONAL AIRPORTS FOR QUITO AND GUAYAQUIL. THE
WORK IS TO BE CONTRACTED ON A TURN-KEY BASIS, WITH A
SINGLE CONTRACTOR HANDLING ALL FUNCTIONS AT BOTH SITES.
THE INVITATIONS ARE TO BE TRANSMITTED THROUGH THE VARIOUS
EMBASSIES IN QUITO, WHICH WILL BE ASKED BY THE GOE TO VOUCH
FOR THE BONA FIDES OF THE BIDDERS FROM THE RESPECTIVE COUNTRIES.
EMBASSY REQUESTS ADVICE FROM USDOC AS TO WHETHER AND HOW THE
EMBASSY COULD PLAY THAT KIND OF ROLE IN THE BIDDING PROCESS.
END SUMMARY.

2. HEAD OF GOE DIRECTORATE OF CIVIL AVIATION (DAC), COL.
CARLOS GUDINO, TOLD E/C COUNSELOR MARCH 21 THAT GOE HAS
"DEFINITELY" DECIDED TO AWARD A SINGLE TURN-KEY CONTRACT
COVERING BOTH THE DESIGN AND THE CONSTRUCTION WORKS FOR
BOTH THE NEW INTERNATIONAL AIRPORT PLANNED FOR QUITO AND
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THE ONE PLANNED FOR GUAYAQUIL. GUDINO SAID THE GOE WILL
BE LOOKING FOR ONE CONTRACTOR TO TAKE ON THE FULL RESPONSIBI-
LITY FOR SUPERVISING THE FULL RANGE OF WORKS AT BOTH
SITES. (COMMENT: THIS REVERSES A PREVIOUS GOE DECISION
TO AWARD ONE CONTRACT FOR THE DESIGN WORKS AND A SUBSEQUENT
SEPARATE CONTRACT FOR THE CONSTRUCTION WORKS.)

3. GUDINO SAID THAT HE IS NOT YET CERTAIN WHEN THE INVITATION FOR BIDS WILL BE ISSUED, BUT THAT HE EXPECTS IT WILL BE "WITHIN A MATTER OF WEEKS."

4. GUDINO SAID THE INVITATION TO BID WILL NOT BE ISSUED IN THE FORM OF A PUBLIC ANNOUNCEMENT (AS IS THE USUAL PROCEDURE IN ECUADOR), BUT RATHER WILL BE TRANSMITTED THROUGH THE VARIOUS EMBASSIES IN QUITO. (GUDINO HAD INDICATED TO THE E/C COUNSELOR IN SEVERAL PREVIOUS CONVERSATIONS THAT THIS MIGHT BE THE CASE, BUT THIS WAS THE FIRST TIME HE STATED IT AS A DEFINITE FACT.) EACH EMBASSY WILL BE REQUESTED BY THE GOE TO TRANSMIT THE INVITATION TO APPROPRIATE INTERESTED PARTIES IN THE RESPECTIVE HOME COUNTRY. SIMILARLY, THE INVITATION WILL CALL FOR EACH BIDDER TO TRANSMIT HIS OFFER THROUGH THE RESPECTIVE EMBASSY. GUDINO SAID THE REASON FOR THIS PROCEDURE IS THAT "WE WANT THE RESPECTIVE GOVERNMENTS TO GIVE THEIR SANCTION TO THE BIDDERS FROM THEIR COUNTRY." THE E/C COUNSELOR RESPONDED THAT THIS IS NOT A CUSTOMARY ROLE FOR U.S. EMBASSIES, AND THAT EMBASSY QUITO IS NOT IN A POSITION TO SERVE AS A KIND OF DUN AND BRADSTREET, CERTIFYING THE BONA FIDES OF ANY AND ALL U.S. COMPANIES THAT RESPOND TO THE GOE'S COMING INVITATION FOR BIDS. GUDINO REPLIED THAT HE UNDERSTOOD THIS MAY PRESENT PROBLEMS FOR THE USG, BUT HE ASSERTED THAT REPRESENTATIVES OF THE BRAZILIAN AND CANADIAN GOVERNMENTS "AND SEVERAL OTHERS" HAVE ASSURED THE DAC THAT THEIR GOVERNMENTS WOULD HAVE NO DIFFICULTY IN TAKING ON THIS ROLE IN THE BID PROCESS.

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5. ACTION REQUESTED: THE EMBASSY WOULD APPRECIATE ADVICE FROM USDOC AS TO WHETHER AND HOW THE EMBASSY COULD TAKE ON THE RESPONSIBILITY REQUESTED BY THE GOE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, AIRPORTS, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770098-0481
Format: TEL
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770335/aaaabdxx.tel
Line Count: 102
Litigation Code IDs:
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Litigation History:
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Review Exemptions: n/a
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Review Release Date: n/a
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SAS ID: 3034731
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Subject: DESIGN AND CONSTRUCTION WORKS FOR BOTH NEW INTERNATIONAL AIRPORTS ARE TO BE COVERED UNDER SINGLE TURN-KEY CONTRACT
TAGS: BEXP, EAIR, EC
To: STATE COM
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/4be534b4-c288-dd11-92da-001cc4696bcc
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